

WSOC-TV

Agency Name: Chao Strategy Message & Media

Todays date: 10/30/2012

Advertiser Name: Larry Kissell

Invoice Nbr: _____

☒ Credit ☐ Debit ☐ Refund ☐ Transfer ☐ OSI Contract #
☐ Agency # ☐ Advertiser # ☐ Order Type 336370

Date Aired: _____

Time Aired: _____

A/E Name: Andrea Moore

A/E Number: _____

Ntl. Rep Nbr: _____

Billed at Rate: _____

Corrected Rate: _____

Gross Credit/Debit: \$2,825.00

Net Credit/Debit: \$2,401.25

REASON FOR ADJUSTMENT:

SALES

- ☐ Agency Commission Adj.
- ☐ Sales Ordering Error
- ☐ Makegood Error
- ☐ Rate Adjustment
- ☐ Telerep Ordering Error
- ☐ Telerep Makegood Error
- ☐ Spots Double Ordered

OTHER

- ☐ Carting Error
- ☐ Technical Difficulty
- ☐ Network Overrun
- ☐ Invoice Billing Error
- ☐ Computer Conv. Error
- ☐ Production Billing Adj.
- ☐ Internet

TRAFFIC

- ☐ Product Conflict
- ☐ Poor Rotation
- ☐ Incorrect Media
- ☐ Outside Time Period
- ☐ Order Entry Error

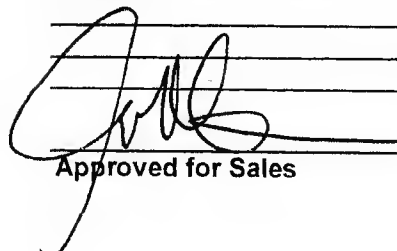
*Revisions
Refused*

EXPLANATION:

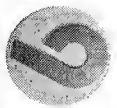
Credit due to rebate for the week of 10/15 - Money is being re-spent

Sun-Mon 11/4 11-1137p 2x \$1200

Mon 11/5 5-530a 1x \$425


Approved for Sales

Approved for Accounting



WSOC-TV

WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell
1322 G Street, SE
Washington, DC 20003

Contract # 336370

| | | | |
|-----------------------|-------------------------------------------|----------------------|--------------|
| Schedule Dates | 10/11/12-11/05/12 | Date Entered | 10/10/12 |
| Advertiser | Larry Kissell for Congress (9216) | Last Modified | 11/02/12 |
| Agency | Chao Strategy Message & Media (5389) | Entered By | Jill Hipkind |
| Product | Political - Federal Candidate (1067) | CO-OP | No |
| Brand | 1754 CONGRESS (139389) | Headline # | 06368148 |
| Salesperson | Telerep/Philadelphia, Philadelphia (1057) | Demo | |
| Sales Office | Telerep/Philadelphia | Order Type | Normal |
| Buyer Name | CERTO, MICHELE | Package Deal | |
| Phone/Fax | | Commission % | 15.00 |
| CPE | 259/271/1754 | Commission | \$5,328.75 |
| Account Types | National/Political | Net Total | \$30,196.25 |
| Billing Type | Standard | Sales Tax | |

Comments KISSELL FOR CONGRESS
***** THIS IS A CASH IN ADVANCE SCHEDULE *****

| Charlotte (WSOC) | | | |
|---------------------|-----------|--------------------|--|
| By Broadcast Month | Spots | Rate | |
| Oct. 2012 | 35 | \$32,700.00 | |
| Nov. 2012 | 3 | \$2,825.00 | |
| Grand Total: | 38 | \$35,525.00 | |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|-------------------|-----|----|----|----|----|----|----|----|-------|------------|------------|------------------|------------------------------|----------|
| 1.0 | Normal Line / Spot | 10/12/12-10/12/12 | 4 | :30 | 11P-11:35P (EST) | | | | | | 1 | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | EYEWIT NWS 11 | 10/10/12 |
| 2.0 | Normal Line / Spot | 10/12/12-10/12/12 | 4 | :30 | 11:35P-12A (EST) | | | | | | 1 | | | 1 | \$700.00 | \$700.00 | Charlotte (WSOC) | ABC-MITELINE | 10/10/12 |
| 3.0 | Normal Line / Spot | 10/12/12-10/12/12 | 4 | :30 | 10:58A-12P (EST) | | | | | | 1 | | | 1 | \$675.00 | \$675.00 | Charlotte (WSOC) | REVISED RATE, VIEW-ABC | 10/10/12 |
| 4.0 | Normal Line / Spot | 10/12/12-10/12/12 | 5 | :30 | 6P-6:30P (EST) | | | | | | 1 | | | 1 | \$1,100.00 | \$1,100.00 | Charlotte (WSOC) | EYEWIT NWS 6 | 10/10/12 |
| 5.0 | Normal Line / Spot | 10/12/12-10/12/12 | 4 | :30 | 6:58P-7:30P (EST) | | | | | | 1 | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | INSIDE EDITION | 10/10/12 |
| 6.0 | Normal Line / Spot | 10/12/12-10/12/12 | 4 | :30 | 7A-8A (EST) | | | | | | 1 | | | 1 | \$1,075.00 | \$1,075.00 | Charlotte (WSOC) | GD MRN AMR-ABC | 10/10/12 |
| 7.0 | Normal Line / Spot | 10/15/12-10/15/12 | 5 | :30 | 10P-11P (EST) | | | | | | | | | 1 | \$4,500.00 | \$4,500.00 | Charlotte (WSOC) | AVG. ALL WKS | 10/10/12 |
| 8.0 | Normal Line / Spot | 10/15/12-10/15/12 | 4 | :30 | 10:58A-12P (EST) | | | | | | | | | 1 | \$675.00 | \$675.00 | Charlotte (WSOC) | REVISED RATE, VIEW-ABC | 10/10/12 |
| 9.0 | Normal Line / Spot | 10/15/12-10/15/12 | 4 | :30 | 5P-5:30P (EST) | | | | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | REVISED RATE, EYEWIT NWS 5 | 10/10/12 |
| 10.0 | Normal Line / Spot | 10/15/12-10/15/12 | 5 | :30 | 6A-7A (EST) | | | | | | | | | 1 | \$850.00 | \$850.00 | Charlotte (WSOC) | UPDATED 9/28, EYE NWS DAYBRK | 10/10/12 |
| 11.0 | Normal Line / Spot | 10/15/12-10/15/12 | 4 | :30 | 6:58P-7:30P (EST) | | | | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | INSIDE EDITION | 10/10/12 |
| 12.0 | Normal Line / Spot | 10/15/12-10/15/12 | 5 | :30 | 8A-9A (EST) | | | | | | | | | 1 | \$725.00 | \$725.00 | Charlotte (WSOC) | GD MRN AMR-ABC | 10/10/12 |
| 13.0 | Normal Line / Spot | 10/13/12-10/13/12 | 5 | :30 | 6A-7A (EST) | | | | | | | | | 1 | \$300.00 | \$300.00 | Charlotte (WSOC) | EYE NW SA MRN1 | 10/10/12 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

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WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

WSOC-TV

Chao Strategy Message & Media

Attn: Kissell

1322 G Street, SE
Washington, DC 20003

Contract # 336370

Schedule Dates 10/11/12-11/05/12

Advertiser Larry Kissell for Congress (9216)

Agency Chao Strategy Message & Media (5389)

Product Political - Federal Candidate (1067)

Brand 1754 CONGRESS (139389)

Salesperson Telerep/Philadelphia, Philadelphia (1057)

Sales Office Telerep/Philadelphia

Buyer Name CERTO, MICHELE

Phone/Fax /

Date Entered 10/10/12

Last Modified 11/02/12

Entered By Jill Hipskind

CO-OP No

Headline # 06368148

Oemo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$5,328.75

Net Total \$30,196.25

Sales Tax

Charlotte (WSOC)

By Broadcast Month

Oct. 2012

Nov. 2012

Grand Total:

Spots

35

3

38

Rate

\$32,700.00

\$2,825.00

\$35,525.00

Billing Type Standard

Account Types National/Political

CPE 259/271/1754

KISSELL FOR CONGRESS

***** THIS IS A CASH IN ADVANCE SCHEDULE *****

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|-------------------|-----|----|----|----|----|----|----|----|-------|------------|------------|------------------|------------------------------|----------|
| 14.0 | Normal Line / Spot | 10/13/12-10/13/12 | 5 | :30 | 7A- 8A (EST) | | | | | | | 1 | | 1 | \$325.00 | \$325.00 | Charlotte (WSOC) | EYE NW SA MRN2 | 10/10/12 |
| 15.0 | Normal Line / Spot | 10/13/12-10/13/12 | 5 | :30 | 8A- 9A (EST) | | | | | | | 1 | | 1 | \$475.00 | \$475.00 | Charlotte (WSOC) | GD MRN SAT-ABC | 10/10/12 |
| 16.0 | Normal Line / Spot | 10/14/12-10/14/12 | 5 | :30 | 7A- 8A (EST) | | | | | | | | 1 | 1 | \$300.00 | \$300.00 | Charlotte (WSOC) | EYE NW SU MRN2 | 10/10/12 |
| 17.0 | Normal Line / Spot | 10/11/12-10/11/12 | 4 | :30 | 11P- 11:35P (EST) | | | | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | EYEWIT NWS 11 | 10/10/12 |
| 18.0 | Normal Line / Spot | 10/11/12-10/11/12 | 4 | :30 | 6P- 6:30P (EST) | | | | | | | | | 1 | \$850.00 | \$850.00 | Charlotte (WSOC) | EYEWIT NWS 5 | 10/10/12 |
| 19.0 | Normal Line / Spot | 10/11/12-10/11/12 | 5 | :30 | 6P- 6:30P (EST) | | | | | | | | | 1 | \$1,100.00 | \$1,100.00 | Charlotte (WSOC) | EYEWIT NWS 6 | 10/10/12 |
| 20.0 | Normal Line / Spot | 10/11/12-10/11/12 | 5 | :30 | 6A- 7A (EST) | | | | | | | | | 1 | \$850.00 | \$850.00 | Charlotte (WSOC) | UPDATED 9/28, EYE NWS DAYBRK | 10/10/12 |
| 21.0 | Normal Line / Spot | 10/11/12-10/11/12 | 5 | :30 | 8A- 9A (EST) | | | | | | | | | 1 | \$725.00 | \$725.00 | Charlotte (WSOC) | GD MRN AMR-ABC | 10/10/12 |
| 22.0 | Normal Line / Spot | 10/16/12-10/16/12 | 4 | :30 | 5P- 5:30P (EST) | | | | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | REVISED RATE, EYEWIT NWS 5 | 10/10/12 |
| 23.0 | Normal Line / Spot | 10/16/12-10/16/12 | 4 | :30 | 7A- 8A (EST) | | | | | | | | | 1 | \$1,075.00 | \$1,075.00 | Charlotte (WSOC) | REVISED RATE, GD MRN AMR-ABC | 10/10/12 |
| 24.0 | Normal Line / Spot | 10/16/12-10/16/12 | 5 | :30 | 8A- 9A (EST) | | | | | | | | | 1 | \$725.00 | \$725.00 | Charlotte (WSOC) | GD MRN AMR-ABC | 10/10/12 |
| 25.0 | Normal Line / Spot | 10/17/12-10/17/12 | 4 | :30 | 11P- 11:35P (EST) | | | | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | EYEWIT NWS 11 | 10/10/12 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted Agency/Advertiser: | Date: | Accepted Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

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WSOC-TV

WSOC-TV
1801 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell

1322 G Street, SE
Washington, DC 20003

Contract # 336370

Schedule Dates 10/11/12-11/05/12
Advertiser Larry Kissell for Congress (9216)
Agency Chao Strategy Message & Media (5389)
Product Political - Federal Candidate (1067)
Brand 1754 CONGRESS (139389)
Salesperson Telerep/Philadelphia, Philadelphia (1057)
Sales Office Telerep/Philadelphia
Buyer Name CERTO, MICHELE
Phone/Fax /

Date Entered 10/10/12
Last Modified 11/02/12
Entered By Jill Hipskind
CD-OP No
Headline # 06368148
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$5,328.75

| Charlotte (WSOC) | | |
|---------------------|-----------|--------------------|
| By Broadcast Month | Spots | Rate |
| Oct. 2012 | 35 | \$32,700.00 |
| Nov. 2012 | 3 | \$2,825.00 |
| Grand Total: | 38 | \$35,525.00 |

CPE 259/271/1754
Account Types National/Political

Net Total \$30,196.25
Sales Tax

Billing Type Standard

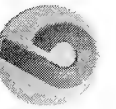
Comments KISSELL FOR CONGRESS
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| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|--------|--------------------------------|-------------------|-----|--------|--------------------|-----|----|----|----|----|----|----|----|-------|------------|------------|------------------|------------------------------|----------|
| 26.0 | Normal Line / Spot | 10/17/12-10/17/12 | 4 | :30 | 10:58A- 12P (EST) | | | | 1 | | | | | 1 | \$675.00 | \$675.00 | Charlotte (WSOC) | VIEW-ABC | 10/10/12 |
| 27.0 | Normal Line / Spot | 10/17/12-10/17/12 | 4 | :30 | 6P- 6:30P (EST) | | | | 1 | | | | | 1 | \$1,500.00 | \$1,500.00 | Charlotte (WSOC) | REVISED RATE, EYEWIT NWS 6 | 10/10/12 |
| 28.0 | Normal Line / Spot | 10/17/12-10/17/12 | 5 | :30 | 6A- 7A (EST) | | | | 1 | | | | | 1 | \$850.00 | \$850.00 | Charlotte (WSOC) | UPDATED 9/28, EYE NWS DAYBRK | 10/10/12 |
| 29.0 | Normal Line / Spot | 10/17/12-10/17/12 | 4 | :30 | 6:58P- 7:30P (EST) | | | | 1 | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | INSIDE EDITION | 10/10/12 |
| 30.0 | Normal Line / Spot | 10/17/12-10/17/12 | 5 | :30 | 7A- 8A (EST) | | | | 1 | | | | | | \$775.00 | | Charlotte (WSOC) | GD MRN AMR-ABC | 10/10/12 |
| 30.0.1 | Closed Preempt | 10/17/12 | | | | | | | | | | | | | | | Charlotte (WSOC) | No Avail/Exception - | |
| 31.0 | Normal Line / Spot | 10/15/12-10/15/12 | 4 | :30 | 11P- 11:35P (EST) | | | 1 | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | EYEWIT NWS 11 | 10/10/12 |
| 32.0 | M/G For 30.0.1 / Spot | 10/17/12-10/17/12 | 5 | :30 | 5A- 5:30A (EST) | | | | 1 | | | | | 1 | \$425.00 | \$425.00 | Charlotte (WSOC) | | 10/16/12 |
| 33.0 | M/G For 30.0.1 / Spot | 10/17/12-10/17/12 | 5 | :30 | 12:05A- 1A (EST) | | | | 2 | | | | | 2 | \$150.00 | \$300.00 | Charlotte (WSOC) | | 10/16/12 |
| 34.0 | Normal Line / Spot | 10/28/12-10/28/12 | 6 | :30 | 7P- 8P (EST) | | | 1 | | | | | | 1 | \$650.00 | \$650.00 | Charlotte (WSOC) | | 10/26/12 |
| 35.0 | Normal Line / Spot | 10/28/12-10/28/12 | 5 | :30 | 5P- 6P (EST) | | | | | | | X | | 1 | \$475.00 | \$475.00 | Charlotte (WSOC) | | 10/26/12 |
| 36.0 | Normal Line / Spot | 11/05/12-11/05/12 | 4 | :30 | 11P- 11:35P (EST) | | | 1 | | | | | | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | | 11/2/12 |
| 37.0 | Normal Line / Spot | 11/04/12-11/04/12 | 5 | :30 | 11P- 11:35P (EST) | | | | | | | | 1 | 1 | \$1,200.00 | \$1,200.00 | Charlotte (WSOC) | | 11/2/12 |

CONFIRMATION CONTRACT

| | | | | |
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1901 North Tryon Street
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Chao Strategy Message & Media
Attn: Kissell
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| Schedule Dates | 10/11/12-11/05/12 | Date Entered | 10/10/12 |
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| Product | Political - Federal Candidate (1067) | CO-OP | No |
| Brand | 1754 CONGRESS (139389) | Headline # | 06368148 |
| Salesperson | Telerep/Philadelphia, Philadelphia (1057) | Demo | |
| Sales Office | Telerep/Philadelphia | Order Type | Normal |
| Buyer Name | CERTO, MICHELE | Package Deal | |
| Phone/Fax | / | Commission % | 15.00 |
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KISSELL FOR CONGRESS
***** THIS IS A CASH IN ADVANCE SCHEDULE *****

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|---------------------|-----------|--------------------|--|
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|------|--------------------------------|-------------------|-----|--------|----------------|-----|----|----|----|----|----|----|----|-------|----------|----------|------------------|----------|---------|
| 38.0 | Normal Line / Spot | 11/05/12-11/05/12 | 5 | :30 | 5A-5:30A (EST) | 1 | X | | | | | | | 1 | \$425.00 | \$425.00 | Charlotte (WSOC) | | 11/2/12 |

CONFIRMATION CONTRACT

Date:

Accepted Station:

Date:

Comments:

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